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MARCH 1999
NEWS FOR THE COIN OPERATED ENTERTAINMENT INDUSTRY MAGAZINE

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CANADIAN COINBOX
NEWS FOR THE COIN OPERATED ENTERTAINMENT INDUSTRY MAGAZINE

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cbp
Canadian Business Press

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PERSPECTIVES

With Sandra Anderson-Lloy

The Process Continues

In a conversation with a coin counting machine distributor recently, we took a humorous, light-hearted, look at the "process" involved in operating coin-op equipment. Here's a fictional story that covers the essence of our discussion.

Deep in the heart of the province, (any province), shortly after it launched its video lottery terminal program, a restaurant operator, let's call him Jack, agreed to let the government put a VLT in his establishment. Not being used to collecting coin from such a machine, he went to an automatic equipment distributor who happened to sell machines that changed, sorted and counted coin.

Jack decided to buy a coin packaging machine to count and sort coins from the VLT, so he could get them ready for deposit in the bank. Little did he know this was the first step in a complex process. The VLT did so well, his patrons were constantly harassing the staff to change their bills, so Jack went back to the same company and bought a bill changer so that customers could put their bills in to get some change to use in the VLT, so Jack could use his coin packaging machine to count and sort coins from the VLT to get them ready to deposit in the bank. Soon Jack discovered another problem. He went back to the same company and bought a bill counting and sorting machine to count and sort the bills that customers put in the changer to get the coin to put in the VLT, so Jack could use his coin packaging machine to count and sort coins from the VLT to get them ready to deposit in the bank. It did not end here. Next Jack discovered he needed to buy an automatic teller machine (ATM). So he went back to the same company and bought an ATM so his customers could insert their credit or bank cards in order to get the bills to put in the bill changing machine so they could get the coin to use in the game, so Jack could use his bill counting and sorting machine to count and sort the bills that customers put in the changer to get the coin to put in the VLT, so Jack could use his coin packaging machine to count and sort coins from the VLT to get them ready to deposit in the bank. (Take breath here).

Jack frustrated by all this "customer convenience" went back to the sales representative who sold him all these machines. "Can't I get a VLT with a credit or bank card scanner right on it so I can avoid all these steps?" "Not just yet, Jack," said the salesman. "But let me tell you about cash value cards and their dispensers..." And the process continues.

Please note that there is not meant to be any point to this story and that the legalities surrounding VLTs and ATMS differ among provinces. ❑

Please Note

The operation of some of the games advertised in this publication and the features therein may be subject to various federal, provincial and/or local laws or regulations. It is not intended herein to solicit the sale of such games in any jurisdiction wherein the same may not be legally sold or operated.

—The Publisher
Canadian Coin Box magazine

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TOP TEN GAME POLL

dedicated games (upright & luxury)

Rank	Last Issue	Game Title / Manufacturer	Rating	Months On
1.	—	House Of The Dead 2 (Sega)	4.8	—
2.	—	San Francisco Rush (Atari)	4.7	*
3..	—	Daytona II (Sega)	4.6	—
4.	—	Harley Davidson (Sega)	4.5	*
5.	—	House of the Dead (Sega)	4.4	*
6	—	Cruis'n World (Midway)	4.3	*
7.	—	Off Road Chal. (Midway)	4.1	*
8	—	NFL Blitz 99 (Midway)	4.0	—
9.	—	Golden Tee 98 (Incred Tech)	3.8	*
10.	—	Maximum Force (Atari)	3.7	*

pinball

Rank	Last Issue	Game Title / Manufacturer	Rating	Months On
1.	—	Medieval Madness (Williams)	4.8	*
2.	—	Monster Bash (Williams)	4.7	—
3.	—	Arabian Nights (Williams)	4.5	*
4.	—	Attack From Mars (Bally)	4.4	*
5.	—	Scared Stiff (Bally)	4.3	*
6.	—	Theatre of Magic (Bally)	4.2	*
7.	—	Cirquis Voltaire (Bally)	4.0	*
8.	—	Lost In Space (Sega)	3.9	—
9.	—	Championship Pub (Bally)	3.8	—
10.	—	Junkyard (Williams)	3.7	*

redemption (games of skill)

1.	—	SuperShot (N.S.G./SkeeBall)	4.8	*
2.	—	Shoot To Win (Smart)	4.6	*
3.	—	Cyclone (I.C.E.)	4.5	*
4.	—	ICE Ball (ICE	4.2	*
5.	—	SkeeBall Classic (SkeeBall)	4.1	*

ATTENTION: This Top 10 Game Poll rates each game on a scale of 1 to 5, with 5 representing superior earnings.
— game was not in last issue and is probably new
*** game was not in last issue, but has appeared in previous polls**
Coin Box invites all operators in Canada to participate in future polling, even if you have not recently purchased new games.

video kits (software)

1.	—	Area 51 Site 4 (Atari)	4.7	—
2.	—	NFL Blitz (Midway)	4.6	*
3.	—	Golden Tee 98 (Incred. Tech.)	4.5	*
4.	—	Golden Tee 97 (Incred. Tech.)	4.4	*
5.	—	Golden Tee 3D (Incred. Tech.)	4.2	*
6.	—	Area 51 (Atari)	4.1	*
7.	—	Soul Calibur (Namco)	4.0	—
8.	—	Police Trainer (P&P/I.C.E.)	3.9	*
9.	—	Gauntlet Legends (Atari)	3.8	—
10.	—	Tekken 3 (Namco)	3.7	*

Please fill out the form below and mail or fax to Canadian Coin Box Magazine, Editor, 222 Argyle Ave., Delhi, ON N4B 2Y2; tel: 519-582-2513, fax: 519-582-4040, e-mail: coinbox@annexweb.com. (This poll is for information purposes only).

GAME POLL FOR NEXT ISSUE

Please fill out as completely as possible. Company names are for response purposes only, all responses are confidential. (Operators located in Canada only)

NAME_____ **COMPANY**_____

RANK POINTS (5 IS BEST)

DEDICATED VIDEOS (UPRIGHT & LUXURY)

1._____
2._____
3._____
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PINBALL

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VIDEO KITS (SOFTWARE)

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REDEMPTION (GAMES OF SKILL)

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8._____
9._____
10._____

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Fun Expo and AMOA Co-Locate in Vegas

W.T. Glasgow to Manage AMOA

The Amusement & Music Operators Association (AMOA) and Reed Exhibition Companies today confirm plans to co-locate their 1999 trade events. Both shows are now scheduled to take place September 23-25, 1999 at the Sands Expo & Conference Center in Las Vegas, Nevada.

The announcement on the co-location follows months of negotiations between the representatives of these two organizations as well as the leaders of the International Association of Family Entertainment Centers (IAFEC), sponsors of Fun Expo, and W.T. Glasgow, Inc, the trade show organizer that, starting in 1999, will manage the AMOA Expo.

Attendees to the 1999 co-located events will have the opportunity to view the exhibits of both shows at no additional charge. Last year AMOA Expo and Fun Expo, combined attracted over 10,000 attendees and 560 exhibitors in nearly 135,000 net square feet of space.

Coastal Acquires Micro

Coastal Amusements announced recently the completion of negotiations to acquire Micro Manufacturing, a leading manufacturer of touch screen amusement games. The new company will be called, Micro Manufacturing, a Coastal company.

This is the second acquisition for Coastal, following the purchase over one year ago of American Hi-Striker, a Las Vegas based maker of Amusement Park Attractions. The new Micro will be combined with coastal at their New Jersey facility. The Micro sales team will be lead by Tony Yula, an industry veteran, and former distributor.

Rock-Ola Buys Golden

Rock-Ola Manufacturing announced recently that it has purchased the assets, including the name and tooling, of Golden Age Jukebox, a long time maker of nostalgic jukeboxes owned by Mario Lombardo. Some of Golden Age's tooling will be incorporated into Rock-Ola's nostalgic jukebox line.

"I've known Mario for a long time. He's definitely one the the good guys in the industry," says Glenn Streeter, Rock-Ola president. "I'm delighted that the opportunity has finally come along to unite our companies.

Correction

In the January issue of *Canadian Coin Box* the story of Studio Turmel and the new Nadisq, on page 4, mistakenly reversed the toll free telephone and fax numbers. Nadisq can be reached at tel: 877-371-4040 and fax: 877-371-4340.

Valley/Dynamo Merger Official

Valley Recreation Products, Inc. and Dynamo Ltd. have merged their table game businesses into a single entity, Valley-Dynamo, L.P. effective Dec. 29, 1998. The companies are the leading manufacturers of coin-op table games in the United States and abroad. The headquarters of the new Valley-Dynamo, L.P. will be in Dynamo's current facility in Richland Hills, Texas.

Included in the merger are Valley's Bay City, Michigan and Shakopee, Minnesota facilities and Dynamo's Richland Hills, Texas facility. Valley's dart division is being run as a separate business and is not a part of the merger.

The Bay City manufacturing facility is currently scheduled to close March 31, 1999 and the Richland Hills manufacturing facility will accommodate Valley's table game production requirements. Valley-Dynamo, L.P. has no plans to change the current product lines and will retain a marketing and sales staff in Bay city, Michigan. The cue manufacturing plant will remain in Shakopee, Minnesota.

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Laniel Automatic Ontario Office Grand Opening Gala

A Booming Success

The Laniel Group, both Ontario and Quebec gather for the Grand Opening of their new Ontario offices. Front row from right kneeling is company president Pierre Laniel with daughter Sylvie and son Dominique.

Over 100 coin-op machine operators flocked to Laniel Automatic's new Ontario office Grand Opening Open House, in December, 1998.

"This event far surpassed our expectations," said V.P. Dominique Laniel.

Everyone was welcomed to the "family" gathering, with warm hospitality and the mood was very upbeat as the guests viewed the newest games and equipment in the showroom, as well as the offices and warehouse. Festive balloons in the Laniel colours, (black, red and white) added to the festive atmosphere. Even company president Pierre Laniel was passing out refreshments to guests and employees.

The several factory reps on hand were very pleased at the turn out and

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★ Stereo Radios • Phones
★ Binoculars • Walkmans
★ Walkie Talkies

Jerry Power hands out door prizes with help from Dominique Laniel.

Left: The gracious host Pierre Laniel, president, passes out refreshments to George Haydocy of Rock-Ola and employees Jean-Pierre Gauthier and Daniel Simard.

Below: George Haydocy holds up a Rock-Ola clock, one of the many door prizes.

were impressed that the four hour event turned out to be much longer as guests were hesitant to leave. Representatives from most all of Laniel's product lines were available to talk about their equipment and answer operators' questions.

Almost the entire Montreal office staff came to Toronto for the grand opening including some spouses.

Special guest of the day was Jim Duncan, a longtime employee and Ontario sales representative for Laniel Automatic, who recently suffered some serious health problems. Duncan was accompanied by his wife and daughter. He was extremely happy to be there and was given a special tribute by Dominique Laniel.

Later in the day, several door prizes were handed out, donated generously by the manufacturers. As this was taking place, Dave Courington of Valley stood up on some equipment and thanked Laniel Automatic on behalf of the manufacturers, who had nothing, but positive comments about the event.

—Coverage by Sandra Anderson-Lloy

Jim Duncan wouldn't have missed this for the world with his best girls on each arm, wife Nora and daughter Janice.

Chris Sanfillippo of Cambridge Coin with Gino Piazza of Ross Amusements, Jerry Power, Laniel Automatic, Mort Ansky, JVL and James Bull of Morra Amusements, Toronto, ON pose with the newest games from JVL.

Sylvie (Laniel) Légaré, Nicole Laniel (Pierre's wife) and Marc Légaré, (Sylvie's husband), man the door.

Dave Courington, of Valley chats with VNEA charterholder, Vince Leavey of Western Automatic Amusements, London, ON.

The new Ontario parts person, Robert Baraké, with Noel Lismanis of Amusement World, Orillia, ON.

Jim Dupree, of Smart Industries with Keith Hay, Woodbridge Amusements.

NSM Management Changes and Restructuring

At the end of 1998, Astrid and Ullrich Schulze (chairman of the executive board) bought all the shares of NSM AG, including those held by Wilhelm Menke and his granddaughter Bianca Engler. Menke, 84 is the last of the original founders of NSM. The company was founded in 1952 in Brunswick, Germany by Herbert Nack, Gerd W. Schulze and Wilhelm Menke.

This transaction takes place at a time when the company is going through a process of restructuring and reorientation at all management levels. Included in this restructuring is an extensive program to streamline internal production.

"We are concentrating our future efforts on those things we do best eliminating businesses which do not correspond to our growth expectations and forming alliances where synergies can be expected," says Schulze. Restructuring is expected to be completed during 1999.

Management changes, at NSM include the appointment of Uwe Christiansen, most recently CEO of Bally Wulff, to Chief Officer Sales and Marketing of NSM. Christiansen will become Chairman of the Executive Board of NSM AG starting in the year 2000. He will then leave the executive board and assume a position on the Supervisory board of the company.

Dr. Thomas Kuhl, Chief Operating Officer, has resigned as of March 31, 1999. Kuhl played an important part in the outsourcing of projects currently underway at NSM. He will have completed essential elements of that process prior to his departure, and his position at NSM will not be filled.

The NSM Group plans to focus on Loewen Entertainment, NSM Music and NSM Jukebox. Loewen Entertainment is comprised of three divisions: (amusement machines with and without payout) sports machines and marketing (including darts) and operating arcades. NSM music is focused on the coin-op music market worldwide and NSM Jukebox is concerned the development of the management information systems market, providing CD-ROM changer systems for data archival storage.

EMT MBO

Also, at the end of 1998, the NSM's kiddie ride division, Elektro-Mobiltechnik GmbH (EMT) was taken over in a Management Buy Out (MBO) by its Managing Director, Ullrich Kunnecke, (47) as majority shareholder and Willy Schwamm, (54) a longtime employee, as minority shareholder. Kunnecke says the MBO was initiated by NSM as part of its new strategic alignment.

Kunnecke enthusiastically takes on his new ownership role, but makes no comment as to the agreed purchase price. He stresses however, "that both the negotiations with NSM and the agreement that was reached were characterized by a very high degree of fairness." Kunnecke leaves NSM after 23 years and says it was, "no easy step in personal terms".

Ullrich Kunnecke

Kunnecke plans to form alliances with other companies which will help to take EMT in innovative directions, such as the link with the Austrian touchscreen manufacturer Funworld to make a children's touchscreen game (Funny's Learn and Playworld), which has been well received by the marketplace. Licensed ride partners include Disney and Universal Studios. Kunnecke says his company EMT is "small, but fine," but in the future he plans to make it, "a little larger and a little finer." ❑

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Canadian Gaming Summit & Exhibition

The 3rd Annual Canadian Gaming Summit & Exhibition hosted by Canadian Gaming News, takes place April 8, through April 10, 1999, at the Cleary International Centre, Windsor, Ontario.

An estimated 800 executives are expected to attend this year making it the largest gaming event ever held in Canada. The show will have 70 booths.

Most Summit attendees will come from Canada's commercial and charity casinos, lotteries, horse racing tracks with pari-mutual betting, regulators, gaming suppliers and service providers, but executives from the United States, England, Holland, Austria, Australia, Russia, Taiwan and Germany are also expected.

Several marketing seminars and workshops will be held throughout the three-day event. The gaming industry Awards Dinner will be held Thursday April 8, 1999. Friday night features an evening of racing and reception at Windsor Raceway.

For more information: call 905-855-1869 or fax: 905 855-5370.

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Kaminkow to IGT

Sega Pinball, Inc. (SPI) and Joe Kaminkow have jointly announced Kaminkow's joining International Game Technologies (IGT) and leaving SPI on January 22, 1999. Kaminkow has moved to Reno, Nevada, where he will be working on slot machines in a senior design capacity as IGT's Director of Cool Games.

Gary Stern, President of SPI, will again take a greater role in the design and engineering department as he did when SPI was formed, coordinating the work of the many engineers trained and managed by Kaminkow.

Midway European

Midway Games announced recently, the appointment of Rachel Davies to the position of Vice President of European Sales for the coin-operated games division. Rachel is responsible for the European sales efforts for Midway video games and Williams and Bally pinball games. She is based in England.

A native of England, Davies has been with Midway and Williams Electronics Games in the United States for six years. She was named a Vice President earlier in 1998, and is excited to now focus on the European market.

London, England and the ATEI show was the venue of Williams' newest launch Pinball 2000.

New at Rowe

David G. Sadler, CEO of Rowe International, Inc. recently announced that Roy Koch has joined Rowe as Senior Vice President of Marketing.

In addition to his marketing duties, Koch will assume responsibility for Rowe's coin changer products and will assist in providing strategic direction and leadership for the international marketing efforts of this product line.

Born and raised in Caracas, Venezuela, Koch is fluent in Spanish, German and Portuguese.

Merit Team Changes

Merit Industries continues its growth as several new employees join the "Merit Team".

Tom Kane joins Merit as the new Sales Manager with both domestic and international responsibilities. Previously, he was VP Sales at Skee-Ball Inc.

Marguerite Kirby has joined Merit as Regional Sales Manager of the Pacific Northwest. She comes to Merit from Bulldog Amusements and brings a wealth of industry experience spanning over eight years.

Moving up from his Regional Sales manager position, Jim Roe has been promoted to National Field Sales Manager. Roe brings 15 years experience and enthusiasm to the position, having started his career at Wico Industries, then moving to Valley Recreation Products, before joining Merit.

Amusement Showcase International—The Best Floor Show in Vegas

The Amusement Showcase International running March 10 through March 12, 1999, at the Las Vegas Convention Centre is expected to be the best floor show in Vegas for the coin-op amusement industry.

This year the ASI show is running concurrently with the IGBE Casino Management Conference & Expo. The exhibit halls are side by side, and each show will honour the other's credentials. This cross-promotional effort is designed to build and strengthen attendance for both shows. Last year, there was a one day overlap between ASI and the IGBE show and ASI exhibitors found there was buying interest in their products from IGBE attendees.

"The business is becoming more intermingled than ever before, and this represents an excellent opportunity for ASI exhibitors to expose their products and services to casino owners and operators with an interest in game rooms or FEC operations," state ASI organizers in their promotional flyer.

Show Hours:
Wednesday March 10:
10 a.m.-5 p.m.
Thursday March 11:
10 a.m. to 5 p.m.
Friday, March 12:
10 a.m. to 4 p.m.

ASI '99 is the only show in the spring, positioned at the peak of buying season so manufacturers can prepare to ship the products in time for the busy spring and summer season.

Besides the exhibits, the three day event offers much more. The Second Annual AAMCF Charity Golf Tournament is taking place on Tuesday March 9, 1999 at Angel Park Golf Course in Las Vegas, NV. Cost is $175 per person with part of the proceeds going for "Always Kids". The AAMCF will also hold its Silent Auction on Wednesday and Thursday, March 10 and March 11 during show hours.

The Operators Cocktail Party Wednesday March 10 at 7 p.m. is the gala social event of the show, highlighted by the presentation of the AAMA Achievement Awards, AAMA Manufacturer and Distributor of the Year and PlayMeter Operator of the Year awards.

Throughout the show and the Operator's party, the AAMCF is selling 50/50 raffle tickets for charity.

Seminars and the Tech Fest plan to cover everything to fill an operator's needs.

Operators attending last year's ASI show were asked to identify the type of locations they owned or operated. They could check multiple locations. The results indicate that 60 per cent of the attendees last year were arcade operators with bar/nightclubs and restaurants running at 54 per cent and 43 per cent. Bowling centers and pool halls were 39 per cent; convenience stores 30 per cent; resorts 25 per cent; FEC 22 per cent; truck stops 19 per cent; college/university and skating rinks both 18 per cent; theme parks and shopping centers both 17 per cent; campground and mini golf both 13 per cent; batting cages 10 per cent and go kart facilities 9 per cent.

Las Vegas also offers plenty of other attractions for the show attendee and everyone is sure to have a great time. ❑

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NEW TECHNOLOGY:

REFOCUSING ON THE LOW-END ARCADE MARKET

BY SANDRA ANDERSON-LLOY

The Coin-Operated amusement industry is taking yet another turn. On one hand we have the major Japanese game manufacturers refocussing on the low end arcade and street market, a change from their previous concentration on high-end simulators. This is most likely a direct result of the Arcade PC initiative launched in 1997 by Intel and its followers.

In the middle is the coin-op amusement operator. In talking to operators across Canada, all they want is profitable games at minimum cost. And they will support any manufacturer who is the first to provide this in these changing times.

Albert Teng, Intel: "With Pentium II processor-based systems available in both arcades and homes, consumers will be able to enjoy their favorite games in both places."

The home market really cut in on coin-op in the late 1980s and early 1990s when Nintendo, Sega and Sony brought out their consumer video game systems. Many of the smaller arcade video game factories disappeared. In 1992 the large simulators began appearing, costing operators US$10,000 to $20,000 from the likes of Sega, Namco, Konami and others. The phrase, "something they couldn't get at home," became common in the industry. Among these large simulators, virtual reality system began appearing at trade shows—3D interactive play, non-coin-op and often labour intensive. And today it's still around in various forms. With the earlier models, operators found that the games had low ROI and after the novelty wore off so did the customer traffic. By 1996, many operators became frustrated at the slow ROI on the large expensive simulators.

Then Intel and Microsoft decided to become a part of the arcade video game industry. They first suggested expanding Intel's chips and Microsoft's operating system, along with PC video games from their market to the arcade market. They promised inexpensive software.

They formed Open Arcade Architecture (OAA), and came to the coin-op amusement game shows in the U.S. to try to get everyone excited about it. The big questions at the Intel seminar at AMOA in 1997 was, "What about the street operator?" And that question is still being asked. There also wasn't a straight answer as to whether there would be sufficient time in the coin-op marketplace for the operator to earn a significant return from a game before it is launched in the home market. (There are several complaints out there now that current non-PC games are in the home market far too soon. The standard is 6 months from when a manufacturer introduces a game in the arcade, to when it appears on your home system. Many operators would like this to be longer.) Another PC Arcade question was the quality of graphics. One thing in their favour is that the graphics of PC games has vastly improved even from five years ago.

A U.S. trade publication's recent 1998 State of the Industry report quoted American operators as 72 per cent stating that they need more information on Open Arcade Architecture.

The Canadian view is similar to this. The standard answer of the Canadian operator when asked whether they feel the OAA is a viable solution to their woes is, "We will have to wait and see." At this point in time, the internet and cable is a looming threat for video game operators.

Let's take a closer look at what the Open Arcade PC Architecture is all about. Intel announced the Open Arcade Architecture in April 1997 as providing a PC-based reference platform for arcades. The specification calls for a Pentium II processor with 512KB cache, a high-performance 3-D graphics accelerator and arcade-quality controllers.

According to its website, "Open Arcade Architecture is an initiative that encourages the development of hardware and software, based on an open architecture PC reference platform, for game arcades, location-based entertainment, and high-end visual entertainment for the home." Its purpose is to, "facilitate and expedite the development of compatible high-end hardware and software utilizing OAA based on Pentium® II processor and future processors."

On July 14, 1997, Intel announced the formation of Open Arcade Architecture Forum (OAAF) an industry association with more than 60 members, to promote the development of arcade systems based on the Pentium® II processor. Now membership is more like 100. The OAAF seeks to create marketing opportunities for arcade and location-based entertainment, which will provide consumers top-quality games in arcades and, ultimately, in homes.

Despite the elaborate initial presentation, the Intel Corporation did not showcase the first PC-based games available for arcades until March 26, 1998 at the ASI show in Las Vegas, NV.

Intel's booth at the show featured the new games, everything from a virtual soccer game, to the Canadian company VideoNET by National Electronic Technologies, with Internet access, full-motion video mail and online games, to a digital photo booth that produces a sheet of high-resolution photo stickers and creates an instant home page. Other games based on the

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Feature Story

Continued from page 14

Open Arcade Architecture were also featured at last year's ASI.

"Consumers can now reap the benefits of PC-based arcade games, such as the ability to play networked games at an arcade location or over the Internet," said Albert Teng, director, Coin-op Market Development, Intel. "With Pentium II processor-based systems available in both arcades and homes, consumers will be able to enjoy their favorite games in both places."

Arcades offering the new games are located throughout the United States, Canada, Egypt and Hong Kong.

In the midst of all this, Japan's arcade giants have been working hard to compete. Many have refocused on the lower end arcade market deciding that the market needed a universal cabinet with an interchangeable, user-friendly, game system. However, unlike similar systems in the past, these would have to incorporate 3D graphics. First there was Namco's alliance with Sony and the launch of the low cost Tekken series of arcade games. Most recently there is Sega's new arcade platform: NAOMI, based on its Dreamcast consumer system technology. Several other arcade video game manufacturers are following suit. Microsoft now seems to have allied with Sega, leaving Intel to head the PC Arcade initiative. Sega has opened NAOMI to 3rd party developers who can either enter into a common title development deal, creating content to be distributed by Sega on its already installed Naomi user base or enter into a licensing deal, acquiring hardware components towards creating their own cabinets.

Coin-op amusement operators need something in these changing times to enhance their businesses. Perhaps interchangeable game systems with 3D graphics is the answer. We will have to wait and see. ❑

Sources:
Star Tech Journal, P.O. Box 35, Medford, NJ 08055, tel: 609-654-5544, fax: 609-654-1441. (Dec. 1998 issue)
OAA website: www.openarcade.com

NEW PRODUCTS

Point Blank 2

Namco is pleased to present Point Blank 2, the long awaited sequel to the very popular Point Blank.

Point Blank 2 is a one or two player gun game featuring over 70 zany scenarios to keep player interest. The player chooses from one of three levels, then competes against their opponent or the CPU. The CPU randomly selects four stages, either competitive or cooperative. The number of shots and time allowed also varies between stages.

In one competitive stage players must "sheer" sheep and in another shoot a treasure chest while it is spinning on a Ferris Wheel. In a cooperative stage players must shoot a car 60 times while it is falling from the top of a building.

Dedicated units will be available first followed by kit versions.

For more information contact your local distributor or for referral call Namco America sales office at 630-238-2248.

500GP

Namco is pleased to present 500GP, a hi-tech linkable motorcycle racing video game. 500GP is the real thing. Race against real Grand Prix riders. Race on real Grand Prix courses.

Players select from the Suzuka in Japan, Paul Richard in France or the Jerez in Spain. Players then select from the three top performing motorcycles, YZR500 from Yamaha, NSR500 from Honda or the RGV500 from Suzuki.

Game senses the rider's position and calculates the wind resistance. When the rider leans over the gas tank their potential speed increases. There are no checkpoints. The deluxe version boasts a 50" monitor, an authentic bike and attention grabbing cabinet and graphics. The standard cabinet features a 27"monitor.

For more information contact your local distributor or for referral call Namco America sales office at 630-238-2248.

Tattoos and Stickers

Allstar Distributing Inc. introduces two new series.

These 12-to-a-series assorted tattoos and "Mini Smilies" stickers (shown actual size) are ideal for 1-1/8" or 1-1/4" capsules.

For more information contact Allstar Distributing at 514-685-1400.

Peter Jacobsen's

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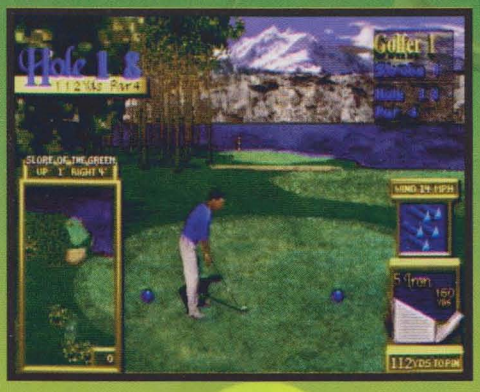

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The New Konami Amusement

Refocusing on coin-op with the introduction of innovative music games

Last year, Tokyo-based Konami Co., Ltd. announced the separation of its U.S. coin-op and consumer divisions. Under this reorganization, the consumer division, operating as *Konami of America, Inc.* established new offices in Redwood City, California. As of April 1, 1998, the U.S. coin-operated amusement machine division began operating under the name *Konami Amusement of America Inc.*

M. Maebayashi, president

Of the "new" Konami Amusement, Mike Rudowicz President of Sales says, "Konami Amusement of America was created to refocus our interest and efforts on the coin-op industry. We are now an independent entity from the consumer division, and thus will renew our dedication to development and marketing of new and innovative coin-op products for the future."

The People

Based in the Buffalo Grove, Illinois location, Konami Amusement of America Inc. is headed by its newly appointed President, Mr. Makoto Maebayashi. Mr. Maebayashi is responsible for all operations in the consolidated divisions of Konami's U.S. coin-op sales and marketing division and its research and development facility. The coin-op division staff includes Mike Rudowicz, President of Sales; Jim Belt, National Sales Manager; Tim Dirnberger, Senior Planning Manager; Mary Hermanson, Marketing Manager; Jim Losser, Service Manager; Naoki Okada, Planning Manager; Patrick Riley, Service Technician; and Angela Spinelle and Lucy Sliwa, Administrative Assistants.

Jim Belt, Nat'l sales manager

The Canadian Market

"Canada has always been a good market for Konami," says Mike Rudowicz, President of Sales. "Distributors and operators have been supportive of our product, even though there is some difficulty with the monetary conversion rate. We look forward to continuing to grow our market share in Canada with our new lineup, which we will be introducing at ASI."

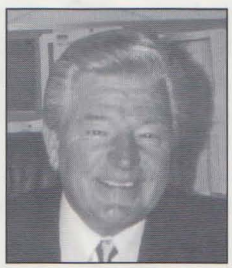
He says the arcade market overall has matured. "The arcade market has evolved, developing more FEC's and LBE's. We believe that the Canadian market will see the same type of growth and change," says Rudowicz.

R&D Worldwide

Konami's success is greatly dependent on its research and development teams worldwide. Following up the success of *Fisherman's Bait* and *Teraburst*, Konami will be offering a great variety of unique and entertaining games.

Evil Night

Evil Night is a 3-player shooting game with a supernatural theme. Players 1 and 3 are armed with a handgun. When the handgun is pointed straight up, a special gauge fills onscreen. When the gauge is full, the player can shoot a powerful, penetrating bullet. One of these special bullets can destroy most enemies with one shot. Player 2 is armed with a pump-action shotgun. The shotgun blast causes widespread damage to multiple enemies. The evil enemies include skeletons, snakes, rats, monsters, zombies, and other members of the Undead. *Evil Night* features 5 stages, each with multiple paths. The adventure leads players through a haunted mansion, a ghoulish graveyard, creepy catacombs, and mysterious ruins. Players search for hidden keys in each stage. The hidden keys can lead to secret paths within each stage. Players control their own destiny in this game—decisions made early in the game can change the ending of the game. *Evil Night* is available as both a 50" deluxe cabinet, and as a kit. Long-term testing has proven *Evil Night* to be a top-earning game in arcades and street locations.



Mike Rudowicz, president of sales

NBA Play By Play Kit

Konami's new kit, *NBA Play by Play*, features all the excitement of an actual professional basketball game. Players can choose their favorite of the 29 NBA teams, and battle through the

playoffs in an effort to get to the NBA finals. Motion capture technology was used in development to create the most lifelike NBA players and intense game graphics to ever hit the sports video market. The players control the team members with one joystick and 3 buttons. You can make standard plays—shots, passes, steals, and rebounds. You can also manipulate the controls to make awesome shots, for example, dunk fakes, double clutches, rebound dunks, and alley oops, to name a few. Even novice players can make special shots. The multi-angle instant replay feature rewards great plays with high-intensity polygonal CG graphics and exciting sound effects. NBA Play by Play is a kit for 2 or 4 player cabinets. In addition, it fits into either standard or medium resolution monitor cabinets. The kit features many operator adjustable settings, including game time, price per play, and difficulty level.

Music Games

Konami is excited to bring a new genre of video game to the market, the music-themed game. Upcoming games with this theme are *Hiphopmania, Dance Dance Revolution*, and *Guitar Freaks.*

Hiphopmania, known as *Beatmania* in Japan, is a video game that lets the player be the DJ. The game features a 5-key keyboard and a turntable. Players choose a music category from among many, including Hip Hop, Techno, Rave, Ska, Reggae, House, and Soul, to name just a few. Players press the keys and scratch with the turntable in time with the notes onscreen to make great music. Timing is everything. If your rhythm is good, your "groove level" will stay high, and you can go on to the next stage. Hiphopmania has been updated with new songs and features that make it both more player friendly and more challenging.

Dance Dance Revolution was first shown in the U.S. at the IAAPA show in November. This 2-player game offers hours of coin-op dancing entertainment—and a great workout. There are 3 levels of play—easy, normal, or hard. Select a song from a wide selection of dance hits. Songs range from slow to extremely fast. Each player uses his feet to step on arrows (right, left, front, and back) on the floor pad. A monitor in front of the players shows a pattern of arrows, which scroll up the screen. When the arrows reach a gauge on top, the player steps on the corresponding arrow on the foot pad. The player must watch the monitor carefully to determine which arrows to step on, while listening to the beat of the music. Arrows will light up as the player steps on them. Players can dance with a partner, or by themselves. As players become more expert, there are hidden modes to challenge their skills. Dance Dance Revolution combines great, pulsating music with a glittering light show for exciting game play.

Guitar Freaks is the latest in the music game series. It is an exciting 2-player video game that puts the player's timing and sense of rhythm to the test. Each player controls his own guitar while watching the video monitor. The guitar features 3 colored buttons (red, green, and blue) on the neck of the guitar, and a picking lever. The video monitor shows colored "notes" scrolling up the screen. Players hold down the corresponding colored buttons on the guitar, and flip the picking lever when the notes hit the timing bar. When a guitar icon guitar upright and strum when the icon hits the timing bar for "wailing bonus." As notes are played successfully, players try to build combos for extra points. Secret bonus notes will occasionally appear during songs to further challenge players. Guitar Freaks features different levels of play from beginner to expert. In each level of play, there are a variety of excellent songs to choose from, including rock, blues, heavy metal, jazz, and other genres. Colorful, animated graphics play onscreen in time to the music.

"The marketplace is always looking for something new, different, and innovative, comments Rudowicz on the music games. "Konami takes these inquiries seriously, and brings this type of new product to the market." He adds, "In Japan, Konami's music games are ranked number 1 and 2, and the high ratings have continued week after week, and even month after month. Operators today need to offer the player more than traditional games. We are all in the entertainment business, and Konami's music products offer a new form of entertainment through coin-op."

Look for these games as well as new surprises from Konami in the near

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TECHNICAL CORNER

With John Liikala CTech

Hanterex 25 Inch Colour Monitor Shaky Picture

PROBLEM: Horizontal unstable after being on for 10 minutes then the monitor shut down.

SOLUTION: By bending the chassis, this particular monitor would come back on. I had found a bad capacitor that was an electrolytic C181 (4.7 micro farad 250 volts) that could affect this problem. There was one bad resistor that suffered heat stress R255 150 OHMS 1/2 watts. This I changed for an 150 OHMS 1 watt flame proof. After checking for more bad solder joints and repairing them, the monitor stayed on and passed the vibration test.

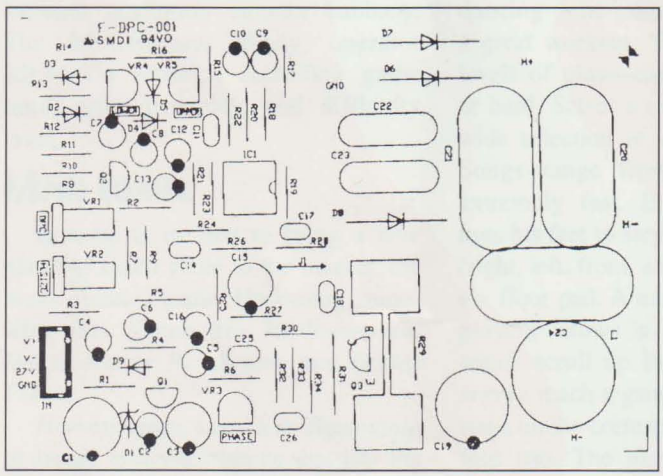

Figure 1

Neo-Tec NT27 Colour Monitor for Atari San-Fran Rush

PROBLEM: On this monitor you cannot adjust the horizontal size and the picture is distorted larger on the top and smaller on the boom.

SOLUTION: You will find mounted on the side of the frame a small PC board (see Fig. 1 for pictorial of board) which is the horizontal pin cushion board. Find and locate C19 on the board. This capacitor has opened up and is not on value anymore. You will note that this particular capacitor is a bipolar or BP for high frequency (See Fig. 2 for schematic of pin cushion board).

Applications therefore, NP or non-polorized, will not work. Most 27 inch monitors used a 4.7 micro farad 50 volts capacitor where some others use a 5.6 micro farad 50 volts capacitor.

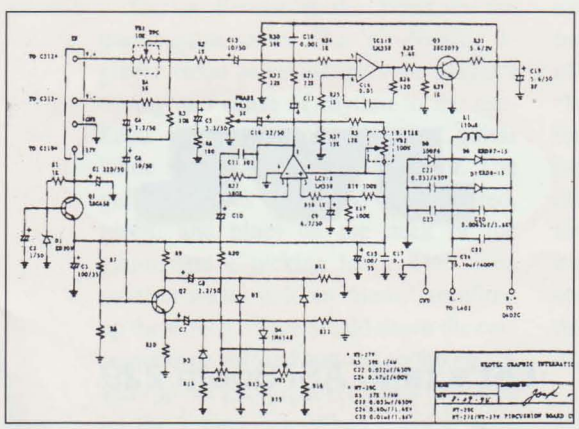

Figure 2

A Note To All Operators With Hard Drive Games

Sometime ago, it was mentioned to me to comment on the care and handling of hard drives in a lot of today's games.

Cleaning in the back of the game, I find essential where the PC boards and hard drive are located. Turn the game off and open up the back door to access the game boards you want to clean. Please note: use a ground strap on one arm so as not to discharge static electricity on your boards. Now get a small, very soft bristle brush and a small nozzle on the vacuum cleaner hose as these will be your tools for cleaning. Start brushing the dirt away from the boards and the hard drive while letting the vacuum cleaner suck up the dirt. (Be very careful when brushing dirt off the surface mount chips, brushing too vigorously may damage the legs on the chips) As you are cleaning, you will note that the fan's fins and frame will collect a lot of dirt. Now clean all other loose dirt in the game with the vacuum cleaner.

Next care tip is: If the hard drive needs to be handled while cleaning, a ground strap is required on your arm. If you are changing a drive that has failed and it does fall into warranty, packaging up the drive must be an important point before shipping the drive back to the distributor or manufacturer. Go to your local computer store and ask for a clam pack or antistatic bag to put the drive into. These antistatic bags are usually a dark colour or tinted colour and stiff material. Next a foam cradle for the drive to sit in for shipping must be found to put already antistatic protected hard drive into. Note: Do not use Styrofoam for it can retain static charges and may harm the drive. The use of a ground strap on the arm must be used again when removing the drive from the game. If you have already received an advance replacement from your distributor, you may already have one of these shipping containers. The manufacturer of the hard drive and the manufacturer of the game, cannot stress more on the care of this media used in the games of today. Please note, if you drop the drive or mishandle the drive, this voids the warranty on the hard drive. ❑

John Liikala is the Technical Service Manager for Canadian Amusement Game Supplies in Burnaby, B.C. Write to John c/o Editor, Canadian Coin Box Magazine, 222 Argyle Ave., Delhi, ON, N4B 2Y2, fax: 519-582-4040, e-mail: coinbox@ annexweb.com

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NEW PRODUCTS

Continued from page 16

South Park Pin

Sega Pinball, Inc., has introduced the *South Park* pinball licensed after the new hit comedy show.

The playfield features all the characters from the show—Kyle, Kenny, Chef, Cartman, Stan and Mr. Hankie—as 3D figures each with their own unique playfield shot.

The game has custom speech, done by the actors on the show, with over 200 custom phrases. There is the option of adult location speech and family location speech.

For more information contact your local distributor or for referral call Sega Pinball, Inc. at 708-345-7700.

Four New Stickers

VAR Industries Ltd. has four new sticker vending products available. *NHL-F* is a high quality prismatic hockey series. *Scooby Doo* revives a classic cartoon. *Cartoon Network* has 15 of your favourite cartoon images. *Rugrats* is one of the most popular shows on television.

For more information contact VAR Industries Ltd., at 604-597-8750.

Golden Tee 99

Incredible Technologies, Inc. debuts the newest courses for Peter Jacobsen's Golden Tee Golf, with the introduction of *Golden Tee '99,* the fourth version of the popular game.

The three new courses for regular play on Golden Tee '99 are the mountain-side Aspen Lake, the ocean-side Coconut Grove, and Rancho Saguaro, which marks the return of a desert course to Golden Tee. There are also three special courses reserved for tournament play.

For more information contact your local distributor or for referral call Incredible Technologies, Inc., at 847-870-0120.

Pizza Racer

Zamperla, Inc. introduces the *Pizza Racer* kiddie ride, a combination of a huge pepperoni pizza slice and a racecar. It comes complete with a steering wheel, working horn, speedway lights and your choice of Italian music or a racecar sound. Ride has been specially designed for FECs, pizzerias or anyone who serves pizza to be an eye-catching way to promote your food product and entertain the children. Ride can be customized with company logos. Soda bottle decoration optional. Coming soon will be the new pizza delivery truck.

For more information contact your local distributor or for referral call David Martin at Zamperla Inc. 800-888-8878.

64 Bit Gun System

SNK Corporation of America introduces the NEO GEO 64-bit gun system platform: *Beast Busters 2: Second Nightmare.* This new gun system incorporates a vibrator motor for recoil feedback and added realism. Game is also equipped with user friendly diagnostics.

For more information contact your local distributor or for referral call SNK Corporation at 408-292-4550.

Site 4 Kit Debuts

Atari Games Corporation has released the *Site 4 Universal Kit.* Recently released in deluxe and dedicated upright configurations, this gun game is a follow-up to Area 51. The kit can be installed in any JAMMA-compatible cabinet. Contents include PCB board with hard drive, kit decals, guns, cables, harnessing, and holsters.

For more information contact your local distributor or call Atari Games at 408-434-3700.

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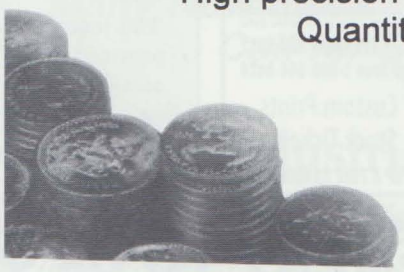

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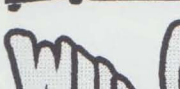

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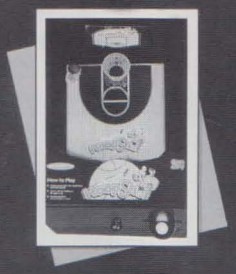

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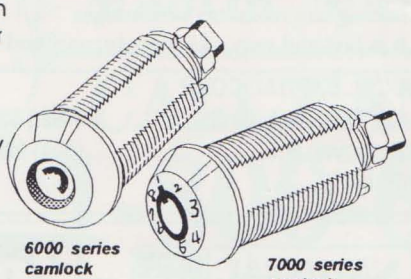

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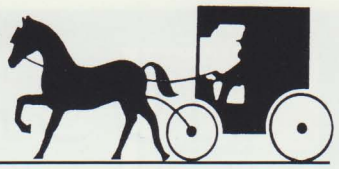

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